

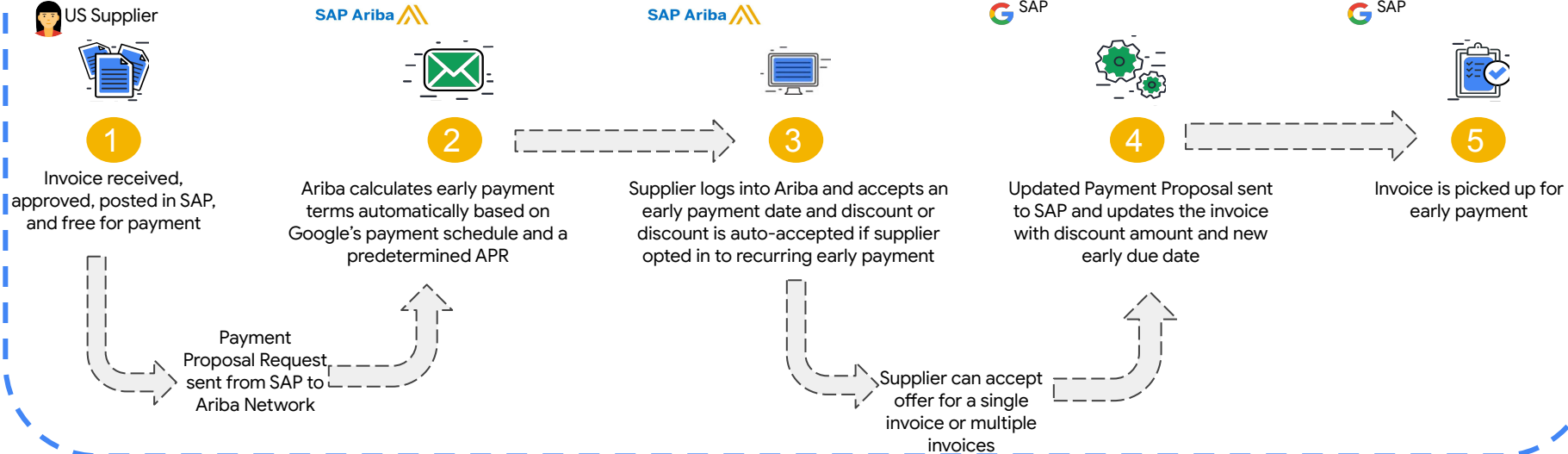
# Dynamic Discounting Overview

What is Dynamic Discounting?



Dynamic Discounting allows suppliers to **choose to get paid earlier** in exchange for a **discount on the goods or services** provided. Suppliers choose the payment date and the **discount amount updates dynamically**. Suppliers can opt in for **one invoice or for multiple invoices**.

## Dynamic Discounting Process Flow



# Dynamic Discounting Overview

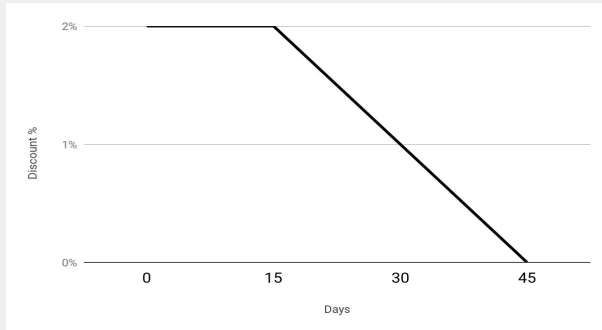
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Dynamic Discounting utilizes two types of discounts - standing and ad hoc.

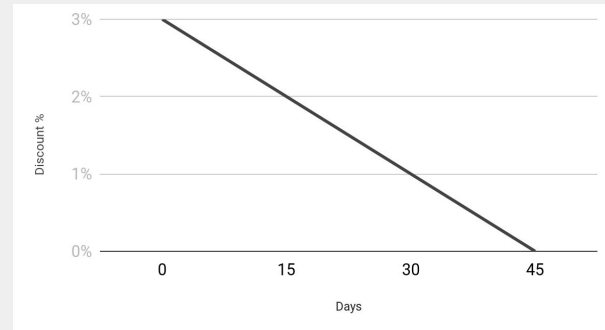
## Standing (SEPTO) Discount

- Supplier agrees to early payment term which applies for all eligible invoices
- Dynamic terms on a sliding scale



## Ad Hoc (Buyer Initiated) Discount

- Ad hoc discount offer accepted on an invoice-by-invoice basis
- Dynamic terms on a sliding scale
- Supplier can select which date they want to get paid



**NOTE:** This example is illustrative and does not reflect Google's early pay offer sliding scale. The actual amounts are presented at the time of early payment offer.